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Update — Mil Rep Directory

Military Market

MAGAZINE FOR THE MILITARY RESALE SYSTEM ARMY TIMES PUBLISHING COMPANY APRIL 1988 $4.00

8th ANNUAL MILITARY BROKER REPORT

RESALE SAVVY

The Women Brokers

In Top Management As Owners

CONGRESSIONAL INFO SVC
JOSEPH MCNALLY
4520 E-W HWY #800
BETHESDA MD 20814

WHHD20814 1288 3 04 2 01

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COVER DESIGN BY PAUL JORDAN; COVER PHOTO BY KATE PATTERSON

Military Market
serving the military resale system

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This is a list of 671 suppliers who did $1 million or more worth of business with the Army and Air Force Exchange Service during fiscal 1987. Companies are listed in order of their total dollar volume with AAFES headquarters; they do not include pay-

AAFES $

1	PHILIP MORRIS	$39,388,551
2	EASTMAN KODAK	37,299,054
3	MANSFIELD OIL	33,031,460
4	U.S. OIL	30,148,601
5	GASCO GASOLINE	25,049,842
6	PROCTER & GAMBLE	23,885,249
7	R.J. REYNOLDS TOBACCO	22,289,574
8	APPLE COMPUTER	22,116,828
9	CONOCO	21,936,513
10	BEVERAGES FOODS & SVC	21,050,839
11	WEA	20,323,963
12	LEVI STRAUSS	20,194,921
13	REVLON	20,152,652
14	RCA NEW PRODUCTS DIVISION	19,881,594
15	DISTRON DIST CTR	19,380,395
16	FRITO-LAY	19,201,276
17	COCA-COLA EXPORT	18,518,281
18	AMERICAN GREETINGS	18,123,886
19	ANHEUSER-BUSCH	17,004,368
20	PANASONIC WEST	15,530,115
21	ANNEDEEN/REEBOK	15,466,872
22	GENERAL ELECTRIC SUPPLY	15,262,319
23	MATTEL TOYS	14,086,186
24	SPRINGS IND.	13,647,873
25	M & M MARS	13,617,077
26	COMMODORE BUSINESS MACHINES	13,609,739
27	CBS RECORDS	13,576,610
28	TEXACO	13,411,363
29	KANGAROOS U.S.A	13,011,864
30	RADIO SHACK	12,620,664
31	BLACK AND DECKER	12,403,255
32	REINTRAUB BROS	12,046,940
33	HALLMARK CARDS	12,030,502
34	GILLETTE	11,750,907
35	POLAROID	11,542,113
36	ARTEX MANUFACTURING	11,518,954
37	GOODYEAR	11,434,265
38	JESCO	11,425,496
39	JOHNSON & JOHNSON	11,354,563
40	TESORO REF. & MARKETING	11,331,750
41	COASTAL STATES MARKETING	10,866,491
42	JOCKEY	10,856,348
43	LIZ CLAIBORNE	10,563,952
44	KRAFT	10,541,212
45	CHEVRON	10,476,922
46	BROWN & WILLIAMSON	10,370,584
47	BELCHER OIL	10,060,590
48	ALOHA PETROLEUM	9,769,871
49	MONARCH CROWN	9,596,988
50	NIKE	9,539,188
51	NABISCO BRANDS	9,472,553
52	ROBERT TABAKOW	9,425,940
53	MCA RECORDS	9,419,534
54	ACME BOOT	9,076,716
55	3M	9,003,561
56	METALLGESELLSCHAFT	8,810,720
57	HERSHEY	8,746,587
58	BRIGADE BRANDS	8,719,264
59	BOSE	8,697,354
60	FISHER-PRICE	8,638,458
61	ZENITH	8,602,116
62	KENWOOD	8,534,755
63	CANNON MILLS	8,530,777
64	ELIZABETH ARDEN	8,295,042
65	ORIGINAL DESIGNS	8,191,460
66	BALFOOR	8,139,021
67	CHAMPION PRODUCTS	8,050,322
68	HANES HOSIERY	8,005,378
69	SHARP	7,924,911
70	KIMBERLY-CLARK	7,915,507
71	EVEREADY	7,913,601
72	PAN AMERICAN DIAMOND	7,776,861
73	PIONEER	7,772,772
74	MTD PRODUCTS	7,546,080
75	MANHATTAN STORE	7,504,691
76	MAX FACTOR	7,490,975
77	CORNING GLASS WORKS	7,489,697
78	SOFTKAT	7,461,732
79	BASF	7,451,153
80	CAPITOL RECORDS	7,431,045
81	FISHER	7,365,843
82	WOLVERINE WORLD WIDE	7,302,866
83	MICHELIN	7,233,366
84	SYSCO FOOD SYSTEMS	7,183,562
85	SONY	6,957,772
86	AETNA	6,957,226
87	HUFFY	6,762,002
88	ACTION INDUSTRIES	6,655,263
89	LORILLARD	6,620,537
90	CASIO	6,599,160
91	SYSCO FOOD SERVICES	6,523,483
92	TESORO-ALASKA	6,472,551
93	OROAMERICA	6,472,370
94	RUBBERMAID	6,413,741
95	UNION BAY	6,238,480
96	IRA GREEN	6,216,345
97	JOHN K. KEALY	6,212,672
98	BASKIN ROBBINS	6,156,702
99	U.S. TOBACCO	6,125,536
100	STUART HALL	6,077,459
101	THE COMPANY WEST	6,040,134
102	BERKLINE	6,022,650
103	ESTEE LAUDER	6,020,510
104	WORLDS OF WONDER	5,900,582
105	EXXON	5,854,581
106	STRUCTURAL ASSOCIATION	5,814,820
107	INGRAM SOFTWARE	5,795,264
108	HOOVER	5,773,140
109	M. FABRIKANT AND SON	5,662,385
110	ARA SERVICES	5,617,383
111	SANDBERG & SIKORSKI	5,608,155
112	SANYO	5,589,112
113	INTERLAKE COMPANIES	5,538,958
114	POLYGRAM	5,488,434
115	FIELDCREST HILLS	5,481,472
116	SAMSONITE FURNITURE	5,458,096
117	NABISCO BRANDS	5,338,170
118	E.J. BRACH	5,188 420
119	MAGNOVOX-NAPCEC	5,187,009
120	FREEMAN SHOES	5,179,446
121	INTERNATIONAL PLAYTEX	5,073,349
122	IBM	5,053,275
123	BROWN SHOES	4,994,540
124	SMITH-CORONA	4,986,108
125	AMERADA HESS	4,979,446
126	CANON	4,947,425
127	MILITARY & SPECIAL MARKETS	4,854,876
128	N.S. MEYER	4,788,270
129	CHEVRON CHEMICAL	4,786,956
130	MAIDENFORM	4,690,374
131	CAPITAL MERCURY SHIRT	4,662,081
132	SHELL OIL	4,614,608
133	AMERICAN TOBACCO	4,603,021
134	HAGGAR	4,573,572
135	KRAFT	4,533,965
136	VANITY FAIR MILLS	4,526,155
137	COLGATE PALMOLIVE	4,486,950
138	CALVIN KLEIN	4,459,158
139	GENERRA	4,457,030
140	OSTER	4,424,822
141	QUAKER STATE OIL	4,380,942
142	VANGUARD MIL. EQUIP.	4,356,157
143	RICHARDSON-VICKS	4,328,872
144	C. LLOYD JOHNSON	4,304,543
145	PLAYSKOOL	4,245,007
146	FIRST BRANDS	4,242,637
147	TOSHIBA AMERICA	4,233,688
148	S.C. JOHNSON & SON	4,224,259
149	MILLER BREWING	4,198,146
150	LIGHTHOUSE INDUSTRIES FOR THE BLIND	4,184,593
151	ARROW	4,184,506
152	GENERAL MOTORS	4,159,029
153	HERTNER DIVISION	4,155,578
154	SINGER	4,140,836

ments made by AAFES-Europe or AAFES-Pacific. Figures — which reflect each company's total worldwide net payment amount — are rounded to the nearest dollar. The source of this information is official AAFES records.

155 LEE	4,135,964	
156 SEVEN-UP ENTERPRISES	4,096,404	
157 PENDLETON WOOLEN MILLS	4,088,589	
158 DR. PEPPER	4,086,526	
159 OSCAR MAYER	4,044,995	
160 BURLINGTON INDUSTRIES	3,993,157	
161 LIGGETT & MEYERS	3,983,508	
162 AIRWAY INDUSTRIES	3,961,417	
163 STEDMAN	3,958,052	
164 POULON/WEED EATER	3,947,678	
165 ALLIED-SYSCO FOOD	3,927,163	
166 QUAKER OATS	3,917,866	
167 RUSSELL	3,898,965	
168 GENERAL FOODS	3,879,727	
169 NOBEL/SYSCO FOOD	3,867,874	
170 NABISCO BRANDS	3,857,828	
171 CARNATION	3,857,423	
172 SONOCO PRODUCTS	3,840,024	
173 GENERAL SERVICES ADMINISTRATION	3,836,755	
174 TYSONS FOODS	3,821,785	
175 TIMEX	3,812,485	
176 M.J. SOFFE	3,739,354	
177 RETAIL FRAGRANCE	3,709,757	
178 DAVIS CLOTHING	3,694,256	
179 LEVER BROS.	3,639,372	
180 FARAH MANUFACTURING	3,599,309	
181 INTERCRAFT INDUSTRIES	3,583,574	
182 MARTIN MANUFACTURING	3,579,028	
183 HEALTH-TEX	3,571,023	
184 AUDIOVOX	3,558,668	
185 HANES KNITWEAR	3,538,856	
186 EKCO HOUSEWARES	3,501,438	
187 ATLAS CHAIN	3,484,550	
188 BRIGADE QUARTERMASTERS	3,473,388	
189 CAMPBELL SOUP	3,472,098	
190 PARAMOUNT HOME VIDEO	3,467,853	
191 ARMOUR	3,461,592	
192 HARRY SUGERMAN	3,447,191	
193 KIWI POLISH U.S.A.	3,403,090	
194 W. COTLER	3,398,080	
195 MURRAY OHIO MANUFACTURING	3,367,782	
196 LENOX	3,353,440	
197 MONET JEWELERS	3,345,519	
198 KELLOGG SALES	3,334,891	
199 NESTLE FOODS	3,279,662	
200 GITANO	3,253,466	
201 NCR	3,241,029	
202 CONTINENTAL BAKING	3,240,215	
203 L'OREAL	3,182,566	
204 PENNZOIL	3,179,303	
205 BEATRICE REFRIGERATED	3,157,557	
206 SUNBEAM APPLIANCE	3,139,369	
207 MENNEN	3,132,412	
208 HASBRO BRADLEY	3,128,444	
209 ADIDAS	3,121,957	
210 CHAUS	3,070,828	
211 PENTAX	3,061,418	
212 SHEA CONSTRUCTION	3,059,295	
213 LITTLE TIKES	3,046,613	
214 MINOLTA	3,046,450	
215 U.S. ARMY FINANCE & ACCOUNTING	3,046,199	
216 VERDI INTERNATIONAL	3,044,520	
217 NIKON	3,038,049	
218 FIN & ACT OFFICER	3,026,111	
219 AT&T CONSUMER PRODUCTS	3,021,080	
220 WHIRLPOOL	2,992,606	
221 MAGICOLOR PAINT	2,982,168	
222 PENNEX PRODUCTS	2,963,102	
223 ONEIDA	2,947,094	
224 ALMET/LAWNLITE	2,944,354	
225 CONSUMER PRODUCTS DIVISION	2,941,982	
226 SKIL	2,919,660	
227 R.R. DONNELLEY & SONS	2,917,221	
228 EUREKA	2,914,727	
229 UNION UNDERWEAR	2,914,301	
230 WILLIAM CARTER	2,898,089	
231 W.C. BRADLEY ENTERPRISES	2,896,815	
232 REMINGTON PRODUCTS	2,896,631	
233 RUSS TOGS	2,886,546	
234 TOTAL PETROLEUM	2,881,813	
235 NATION PIZZA PRODUCTS	2,848,681	
236 CARTER-WALLACE	2,828,079	
237 MOBIL OIL CREDIT	2,807,510	
238 CHEESEBROUGH-PONDS	2,806,871	
239 TEXAS INSTRUMENTS	2,795,232	
240 S.W.S. GARMENT	2,789,689	
241 SMERLING ENTERPRISES	2,789,656	
242 MILTON BRADLEY	2,789,435	
243 CARVER	2,788,619	
244 BULOVA	2,770,120	
245 KEEBLER	2,754,942	
246 LONDON STAR LIMITED	2,762,579	
247 WILSON FOODS	2,758,412	
248 DANAL/ACCESS ASSOCIATION	2,744,999	
249 ROCKPORT	2,744,154	
250 RUSS BERRIE & CO.	2,741,886	
251 DEXTER	2,728,210	
252 TAPE SPECIALTY	2,709,500	
253 KEMFAST TEXTILES	2,705,965	
254 MAXELL	2,702,643	
255 GOODY PRODUCTS	2,699,977	
256 HORMEL	2,635,166	
257 KENNER	2,620,093	
258 ARIS ISOTONER	2,610,702	
259 NCR	2,585,877	
260 MASTER LOCK	2,583,995	
261 IZOD/LACOSTE MENSWEAR	2,568,916	
262 CHEMEXEC RELOCATION SYSTEMS	2,554,746	
263 NEW BALANCE	2,529,922	
264 COSCO	2,524,009	
265 GALE BARSTON	2,513,726	
266 SWATCH	2,509,311	
267 SEALY MATTRESS	2,494,126	
268 PARKER PEN	2,487,919	
269 AIRCAP INDUSTRIES	2,475,501	
270 GOEBEL UNITED STATES	2,449,623	
271 MOHAWK MARKETING	2,447,696	
272 A & M RECORDS	2,444,904	
273 COLEMAN	2,440,147	
274 TOASTMASTER	2,431,178	
275 STROH'S	2,425,146	
276 AMDAHL	2,417,810	
277 SEIKO	2,413,277	
278 NINTENDO	2,410,380	
279 GOLD STAR	2,406,005	
280 COVE SHOES	2,395,213	
281 L'EGGS	2,393,111	
282 SEARS WORLD TRADE	2,377,181	
283 INFINITY SYSTEM	2,371,741	
284 MID-CENTRAL/SYSCO FOOD	2,361,529	
285 STEP & STRIDE	2,358,373	
286 KIRSCH	2,336,606	
287 GOODMARK FOODS	2,328,821	
288 ANCHOR HOCKING	2,328,136	
289 FASHION FAIR COSMETICS	2,321,124	
290 ROLFS	2,319,330	
291 GROW GROUP	2,317,349	
292 GARAN	2,315,039	
293 SCHILLER & ASMUS	2,310,478	
294 DEPARTMENT OF THE TREASURY	2,295,870	
295 GENERAL MILLS	2,272,402	
296 WHITE STAG MANUFACTURING	2,264,989	
297 SMOKE CRAFT	2,264,209	
298 MAG INSTRUMENT	2,262,777	
299 TONKA	2,261,884	
300 ELKAY INDUSTRIES	2,256,750	
301 WILLIAM WRIGLEY JR.	2,253,005	
302 FRANKLIN CHAIRS	2,251,863	
303 J.L. PRESCOTT	2,248,687	
304 PROMANA	2,247,325	
305 CHIC HOSIERY	2,238,819	
306 A.B. HIRSCHFELD PRESS	2,237,288	
307 DIGITAL EQUIPMENT	2,217,364	
308 ADMIRAL	2,209,567	
309 RIVERSIDE FURNITURE	2,196,775	
310 WHITEHALL LABORATORIES	2,193,879	
311 MAGIC CHEF	2,187,508	
312 BORDEN	2,182,275	
313 STANDARD COLORPRINT	2,180,270	
314 REGAL APPLIANCE	2,172,339	
315 LONDON FOG	2,166,258	
316 SHULTON	2,164,793	
317 BULLFROG KNITS	2,155,777	
318 OCEAN PACIFIC LONGRIDER	2,150,088	
319 CHAMPION LAB	2,138,450	
320 FIRESTONE TIRE & RUBBER	2,113,152	
321 ESPRIT DE CORP	2,105,780	
322 BEECHAM PRODUCTS	2,102,110	
323 SOUNDESIGN	2,099,112	
324 PARKER BROTHERS	2,098,891	
325 MEMCO	2,089,989	
326 IMPERIAL WORLD	2,089,862	
327 ARMOUR DAIRY/FD OILS	2,082,497	
328 BANQUET FOODS	2,078,494	
329 SWEDA	2,071,499	
330 BALI	2,070,903	
331 BICYCLE CORPORATION OF AMERICA	2,069,495	
332 NAP	2,049,310	
333 BLACK HILLS JEWELRY	2,041,721	
334 PILLOWTEX	2,032,084	
335 PULSAR	2,029,884	
336 JENKINS & BOLER	2,029,574	
337 ANCHOR SWAN	2,029,189	
338 TOWN & COUNTRY	2,028,003	
339 BUSTER BROWN APPAREL	2,027,925	
340 CORE-MARK DISTRIBUTORS	2,023,060	
341 HITACHI	2,020,189	
342 POLO FASHIONS	2,016,353	
343 HAMILTON BEACH	2,010,483	
344 MAYBELLINE	2,007,545	
345 WINDMERE	1,998,631	
346 IMPACT FURNITURE	1,998,209	
347 OSHKOSH B'GOSH	1,989,602	
348 FABIL MANUFACTURING	1,985,569	
349 LASKO METAL PRODUCTS	1,980,841	
350 AMERICAN HOME FOODS	1,977,401	
351 ROSE & SONS	1,974,870	
352 NORTHERN ELECTRIC	1,961,576	
353 ROYAL COPIERS	1,957,501	
354 THERMOS DIVISION	1,946,245	
355 TILLEY CONS/ENG	1,945,658	
356 FISHER NUT	1,937,808	
357 BERG PRODUCTS DESIGN	1,934,116	
358 BEST FOODS	1,922,470	
359 CAMPUS SPORTSWEAR	1,920,349	
360 BARCO	1,910,128	
361 JORDACHE ENTERPRISES	1,907,793	
362 ASHLAND PETROLEUM	1,904,249	
363 A.T. CROSS	1,885,401	
364 CREIGHTON SHIRT	1,876,631	
365 PLOUGH	1,874,237	
366 MIKASA	1,873,478	
367 KEYSTONE CAMERA	1,870,780	
368 BIRCHWOOD	1,869,582	
369 ORE-IDA FOODS	1,866,675	
370 VIDA SHOES	1,863,717	
371 MEMBERS ONLY	1,862,877	
372 HAZEL	1,836,574	
373 ARMSTONG WORLD INDUSTRIES	1,829,455	
374 A.W. MENDENHALL	1,829,437	
375 MURJANI	1,827,810	
376 WILTON	1,827,313	
377 WESTERN PUBLISHING	1,824,669	
378 SAMSUNG	1,816,985	
379 WATERFORD CRYSTAL	1,815,151	
380 VIE DE FRANCE	1,813,478	
381 DEPENDABLE RUG MILLS	1,811,513	
382 SUNKIST SOFT DRINKS	1,804,835	
383 R.T. FRENCH	1,796,915	
384 FORSTMANN & COMPANY	1,785,880	
385 HAWAII TOBACCO	1,767,191	

$ AAFES MILLION DOLLAR VENDORS $

386	INTERNATIONAL SEAWAY TRADING	1,759,311
387	ABSHER CONSTRUCTION	1,756,261
388	PRINCE MATCHABELLI	1,755,177
389	SCHNACIG	1,754,021
390	EAGLE DISTRIBUTORS	1,753,735
391	JOSEPH HERMAN SHOES	1,748,112
392	HYPONEX	1,744,314
393	SOFT CARE APPAREL	1,743,318
394	MILLER CASCADE	1,742,270
395	O.M. SCOTT & SONS	1,738,842
396	RIVAL MANUFACTURING	1,735,866
397	HOLSON	1,730,829
398	CENTURY PRODUCTS	1,727,158
399	CHILD CRAFT	1,722,217
400	CIT CONSTRUCTION OF TEXAS	1,713,546
401	CHARLOTTE CHARLES	1,692,265
402	MOBIL CHEMICAL	1,690,049
403	YVES SAINT LAURENT	1,688,819
404	YORDI CONSTRUCTION	1,687,253
405	SARANAC GLOVE	1,684,268
406	FOREMOST DAIRIES	1,681,403
407	CREST CRAFT	1,676,331
408	JBL PROFESSIONAL	1,676,051
409	TDK	1,675,387
410	ARROW	1,674,362
411	RANDOLPH ENGINEERING	1,672,801
412	WEBER-STEPHEN	1,667,937
413	GRACO	1,666,332
414	COLECO	1,658,068
415	KORET OF CALIFORNIA	1,638,069
416	JAMES RIVER	1,630,523
417	ATLAS DISTRIBUTORS	1,628,031
418	WEAREVER-PROCTOR SILEX	1,624,215
419	FORT STEUBEN PRODUCTS	1,620,846
420	H.K. SCHAEFFER & CO.	1,618,878
421	BAUSCH & LOMB	1,616,085
422	BIC PEN	1,611,936
423	SHAVER CONSTRUCTION	1,601,785
424	HILEX POLY	1,601,367
425	WHITMANS CHOCOLATE	1,595,087
426	I-SKI SKIGLASSES	1,581,923
427	SUN LITHO	1,579,155
428	MARX & NEWMAN	1,578,579
429	ARMY TIMES PUBLISHING	1,558,010
430	BASSETT-WALKER	1,556,066
431	FOSTER GRANT	1,552,298
432	TOLSON OIL	1,534,902
433	CITICORP DINERS CLUB	1,532,142
434	KLIPSCH	1,530,274
435	POLK AUDIO	1,521,989
436	REGINA	1,520,092
437	CHRISTIAN DIOR PERFUMES	1,512,355
438	NAPIER	1,507,853
439	CADBURY	1,503,508
440	GERBER PRODUCTS	1,498,053
441	PURITAN SPORTSWEAR	1,490,477
442	RUSSELL HOSIERY MILLS	1,485,326
443	1928 JEWELRY	1,483,528
444	STANLEY BLACKER	1,482,233
445	INTERSTATE BRANDS	1,471,572
446	CLEO WRAP	1,468,657
447	BEACON MANUFACTURING	1,467,352
448	ALLERGAM	1,465,225
449	DIAL	1,448,206
450	J.G. DURAND	1,443,489
451	RUBBERMAID	1,441,366
452	RAWLINGS SPORTING GOODS	1,438,790
453	RUSSELL STOVER CANDIES	1,437,093
454	CHASE CHEMICALS	1,431,580
455	S. LICTENBERG & COMPANY	1,431,024
456	JACK HILLIARD DISTRIBUTORS	1,424,991
457	HIS FOR HER SPORTSWEAR	1,415,314
458	THORSEN TOOLS	1,412,318
459	CHANEL	1,412,082
460	BERNARD CAP CO.	1,409,658
461	CITIZEN WATCH	1,407,874
462	JOVAN	1,399,657
463	ALBERTO-CULVER	1,398,665
464	B.F. GOODRICH	1,393,630
465	YORX	1,393,311
466	NABISCO	1,392,183
467	PRINCE GARDNER	1,387,855
468	IGLOO	1,380,027
469	CONAIR	1,373,007
470	NAVAJO REFINING	1,372,331
471	BAUSCH & LOMB	1,371,331
472	BISSELL	1,366,757
473	NEW ATTITUDE	1,362,700
474	MELNOR INDUSTRIES	1,361,580
475	BORDEN	1,359,112
476	CHAMPION	1,357,572
477	AMOCO	1,357,022
478	STEENBLIK CONSTRUCTION	1,355,981
479	ESTECH BRANDED FERTILIZER	1,353,675
480	FERRY MORSE SEED	1,347,944
481	VIVITAR	1,346,574
482	BURMA-BIBAS	1,344,827
483	R.P.M. FASHIONS	1,355,094
484	C'EST PETITE	1,327,682
485	PEPSI COLA	1,326,351
486	SEYMOUR	1,323,829
487	TELEDYNE WATER PIK	1,323,103
488	AUTOMATIC PRODUCT	1,317,998
489	LESLIE FAY	1,316,877
490	SCHERING	1,313,718
491	OLIN	1,312,349
492	MOORE BUSINESS FORMS	1,308,007
493	FLORSHEIM	1,305,966
494	C.D. ET CIE	1,305,378
495	WEATHER TAMER	1,305,104
496	CALIFORNIA TRENDS	1,301,386
497	BINNEY & SMITH	1,294,580
498	WESTBEND	1,290,615
499	BOLLINGER INDUSTRIES	1,290,228
500	ARMOR ALL	1,287,369
501	SWEETHEART PRODUCTS	1,286,655
502	DENNISON MANUFACTURING	1,285,269
503	SONY	1,284,216
504	ST. IVES LABS	1,276,947
505	L.M. SANDLER & SONS	1,276,812
506	A.H. ROBINS	1,275,503
507	NOXELL	1,274,146
508	JVC	1,270,485
509	WILSON	1,268,150
510	SUSAN CRANE	1,267,874
511	OKIDATA	1,264,810
512	PEPSI APPAREL	1,260,394
513	AMERICAN LOCK	1,259,560
514	PACIFIC ELECTRICORD	1,258,254
515	TAMBRANDS	1,257,840
516	ROBIN UNDIES	1,257,599
517	IODENT	1,257,288
518	WENDELL LOCKARD	1,255,159
519	T-FAL	1,255,061
520	9-WEST	1,254,231
521	FACILITER CONSTRUCTION	1,250,796
522	PEPSI COLA BOTTLING	1,249,236
523	W.H. MOSELY	1,247,242
524	ABOVE THE BELT	1,241,238
525	PERSONAL SPORTSWEAR	1,240,369
526	SPERRY TOP-SIDER	1,237,964
527	ECONOMICS LABORATORY	1,237,109
528	PRINCE MANUFACTURING	1,234,067
529	NCR COMTEN	1,233,941
530	VAN CAMP SEAFOOD	1,232,828
531	B & B BEVERAGE	1,225,222
532	VENDO	1,223,476
533	J.F.C. INTERNATIONAL	1,222,864
534	J. PETROCELLI CONSTRUCTION	1,217,966
535	GOLD EAGLE PRODUCTS	1,209,035
536	HARPER LEATHER GOODS	1,207,381
537	CONVERSE	1,206,224
538	U.S. PLAYING CARD	1,202,421
539	T. SARDELLI & SONS	1,201,922
540	MERONA SPORT	1,201,455
541	BUSH INDUSTRIES	1,201,395
542	LANSING	1,197,432
543	SAUDER WOODWORKING	1,193,744
544	NORTH AMERICAN PHILIPS	1,193,445
545	FEDDERS	1,192,943
546	DIXIE FURNITURE	1,191,341
547	HER MAJESTY	1,190,424
548	TOTES	1,188,371
549	TAB ACCESSORIES	1,175,483
550	BROTHER	1,174,795
551	JAYMAR-RUBY	1,172,936
552	AMEXTRA	1,172,286
553	SWAROVSKI AMERICA	1,172,056
554	LIBBEY GLASS	1,169,413
555	PACIFIC TRAIL	1,168,688
556	M. GRUMBACHER	1,163,150
557	FARMERS UNION/LENEX	1,161,254
558	AMANA	1,161,146
559	CAL-STYLE FURNITURE	1,149,562
560	GLENBROOK LABS	1,148,643
561	INTERTRANS AIRFREIGHT	1,141,167
562	EVENFLO	1,139,833
563	DEL MONTE	1,137,184
564	WESTCLOX	1,129,476
565	FOLEY	1,127,091
566	HEAD PRODUCTS	1,124,019
567	CANNONDALE	1,121,167
568	FOSTER	1,120,166
569	SHIRE MAGNETICS	1,120,011
570	WAGNER	1,119,035
571	ANDERSON NEWS	1,118,322
572	ZIPPO MANUFACTURING	1,117,729
573	LIPTON	1,116,933
574	EX-CELL HOME FASHIONS	1,115,115
575	KEEPERS INDUSTRIES	1,114,460
576	PEPSI COLA BOTTLING	1,110,589
577	DANSKIN	1,108,528
578	CONTEMPORARY CONSTRUCTION	1,108,335
579	LEBARON MANUFACTURING	1,105,862
580	PENN ATHLETIC	1,105,197
581	ARGENTI	1,104,903
582	GERICO	1,098,278
583	YAMAHA	1,096,310
584	KENNEDY MILLS	1,093,889
585	STAR-KIST	1,089,962
586	JOHN THOMAS BATTS	1,088,521
587	FLAV-O-RICH	1,084,632
588	EVYAN EXPORTS	1,084,190
589	IMPACT MARKETING	1,081,854
590	NORDIC WARE	1,081,747
591	PARFUMS INTERNATIONAL	1,081,520
592	AMERICAN SAFETY RAZOR	1,079,687
593	PONY	1,076,596
594	BELL FUELS	1,067,788
595	MUSCOGEE NEWS	1,064,209
596	EPSON	1,063,634
597	BROWN-FORMAN	1,062,559
598	LEWIS BEAR	1,060,714
599	ASTORIA JEWELRY MANUFACTURING	1,059,920
600	SPEIDEL TEXTRON	1,059,387
601	CABLE ELECTRIC	1,058,779
602	NATIONAL DISTRIBUTING	1,056,934
603	VITA-FRESH VITAMINS	1,056,681
604	BUCK KNIVES	1,056,345
605	REMAC	1,054,988
606	WELCH FOODS	1,053,787
607	INNOVATIVE TIME	1,052,917
608	A & W BEVERAGES	1,052,894
609	DIXIE-RIVERSIDE	1,051,923
610	JENSEN SOUND LABS	1,051,499
611	EXCELL PRODUCTS	1,049,578
612	REVERE COPPER AND BRASS	1,049,546
613	ETONIC	1,046,316
614	GORHAM TEXTRON	1,042,860
615	ROBERT A. CLAIR	1,041,395
616	CANADA DRY BOTTLING	1,040,406
617	ROADMASTER	1,039,604
618	STYL-LAND	1,037,917
619	SHIP 'N SHORE	1,036,894
620	ALMOND JEWELERS	1,033,722
621	CHARLES OF THE RITZ	1,033,696
622	G & C ENTERPRISES	1,031,677
623	COATS & CLARKS SALES	1,031,330
624	MILES LABORATORIES	1,028,865
625	TROPICANA	1,028,300
626	BAHLSEN OF NORTH AMERICA	1,027,560
627	SOFT SHEEN	1,025,137
628	FAMILY GARD-BRK ELECTR	1,024,973
629	SOUTHERN MAURICE	1,024,024
630	HUSH PUPPIES BOYSWEAR	1,023,270
631	PHONE-MATE	1,021,950
632	RAMFJELD & COMPANY	1,020,940
633	CRADDOCK-TERRY SHOES	1,020,902
634	SPORT OBERMEYER	1,020,636
635	YOUNG BROTHERS	1,020,341
636	EVAN-PICONE LADIES' HOSIERY	1,020,218
637	PROFESSIONAL ASSOC SVC	1,019,350
638	EVENFLO PRODUCTS	1,015,689
639	FOLGERS COFFEE	1,014,984
640	A. EPSTEIN & SONS	1,013,560
641	BROWNING	1,012,989
642	VILLEROY & BOCH	1,012,167
643	ESSO	1,010,949
644	ANCHORAGE COLD STORAGE	1,010,947
645	HAMILTON WATCH	1,009,914
646	LANE LIMITED	1,004,466
647	TYSON METAL PRODUCTS	1,003,521
648	ETIENNE AIGNER	1,003,266
649	MIDWAY SALES	1,002,809
650	SHERWOOD	997,079
651	GIDDEN DISTRIBUTING	995,373
652	BURMAN-CASTROL	993,750
653	GREEN GIANT	993,389
654	DOSKOCIL SAUSAGE	993,017
655	WHITEHALL FASHIONS	990,897
656	ISLAND BEVERAGE	990,502
657	KOLCRAFT	986,728
658	LEA INDUSTRIES	985,326
659	WIS-PAK FOODS	984,333
660	TUCKER HOUSEWARES	983,038
661	OAK HILL SPORTSWEAR	979,131
662	NEWVILLE SHOES	977,542
663	MERANCO	976,178
664	LLOYDS ELECTRONICS	975,912
665	WEINER NEWS	974,967
666	VERBATIM	974,344
667	STERLING DISTRIBUTORS	973,895
668	MSI DATA	973,652
669	COLONIAL BAKING	972,702
670	ORAL B LABORATORIES	971,656

Military Market index

COMMISSARIES

		DECEMBER			YEAR TO DATE		
		CY'87	CY'86	% CHANGE	CY'87	CY'86	% CHANGE
	CONUS	$176,851	$166,774	6.04	$1,942,472	$1,881,853	3.22
	OVERSEAS	36,613	33,577	9.04	411,691	366,936	12.20
AIR FORCE	**TOTAL**	**213,464**	**200,351**	**6.55**	**2,354,163**	**2,248,790**	**4.69**
	CONUS	127,470	116,655	9.27	1,365,735	1,324,750	3.09
	OVERSEAS	48,720	39,375	23.73	489,510	434,165	12.75
ARMY	**TOTAL**	**176,190**	**156,030**	**12.92**	**1,855,245**	**1,758,915**	**5.48**
	CONUS	74,309	70,936	4.75	765,987	733,890	4.37
	OVERSEAS	8,003	8,435	-5.12	85,174	82,910	2.73
NAVY	**TOTAL**	**82,312**	**79,371**	**3.71**	**851,162**	**815,800**	**4.33**
	CONUS	15,254	14,184	7.54	164,024	166,143	-1.28
	OVERSEAS	360	300	20.00	3,465	3,174	9.17
MARINE CORPS	**TOTAL**	**15,614**	**14,484**	**7.80**	**167,490**	**169,317**	**-1.08**
	CONUS	313	260	20.38	3,066	3,081	-0.49
	OVERSEAS	284	357	-20.45	3,637	3,575	1.73
COAST GUARD	**TOTAL**	**598**	**617**	**-3.08**	**6,702**	**6,658**	**0.66**
	CONUS	$394,197	$368,809	6.88	$4,241,284	$4,109,717	3.20
ALL	OVERSEAS	$93,980	$82,044	14.55	$993,477	$890,760	11.53
COMMISSARIES	**TOTAL**	**$488,177**	**$450,853**	**8.28**	**5,234,761**	**$5,000,477**	**4.69**
GROCERY STORES	*U.S.[1]*	*$25.447*	*$25.005*	*1.77*	*$286.041*	*$278.318*	*2.77*

EXCHANGES

		DECEMBER			YEAR TO DATE		
		CY'87	CY'86	% CHANGE	CY'87	CY'86	% CHANGE
	CONUS	$373,795	$333,269	12.16	$3,261,732	$2,994,970	8.91
	OVERSEAS	263,368	214,980	22.51	2,452,199	2,090,425	17.31
AAFES	**TOTAL**	**637,163**	**548,249**	**16.22**	**5,713,931**	**5,085,395**	**12.36**
	CONUS[2]	157,841	134,104	17.70	1,204,702	1,107,146	8.81
	OVERSEAS[2]	60,302	53,655	12.37	510,261	479,816	6.35
NAVY	**TOTAL[2]**	**218,143**	**187,769**	**16.18**	**1,714,963**	**1,586,962**	**8.07**
	CONUS	38,582	36,997	4.28	362,497	348,736	3.95
	OVERSEAS	6,461	5,931	8.94	62,144	59,337	4.73
MARINE CORPS	**TOTAL**	**45,043**	**42,928**	**4.93**	**424,641**	**408,073**	**4.06**
	CONUS[3]	8,945	9,128	-2.00	82,371	84,052	-2.00
	OVERSEAS[3]	666	680	-2.06	6,135	6,259	-1.98
COAST GUARD	**TOTAL[3]**	**9,611**	**9,808**	**-2.01**	**88,506**	**90,311**	**-2.00**
	CONUS[4]	2,017	1,916	5.27	16,832	15,894	5.90
	OVERSEAS[4]	2,547	3,042	-16.27	27,195	36,167	-24.81
MAIL ORDER	**TOTAL[4]**	**4,565**	**4,958**	**-7.93**	**44,027**	**52,061**	**-15.43**
	CONUS	$581,180	$515,414	12.76	$4,928,134	$4,550,798	8.29
	OVERSEAS	$333,344	$278,298	19.78	$3,057,934	$2,672,004	14.44
ALL EXCHANGES	**TOTAL**	**$914,524**	**$793,712**	**15.22**	**$7,986,068**	**$7,222,802**	**10.57**
DEPARTMENT STORES	*U.S.[1]*	*$21.641*	*$20.272*	*6.75*	*$139.804*	*$131.416*	*6.38*

1) SOURCE: U.S. Department of Commerce. 2) Does not include sales of ship stores. 3) MM estimate, based on official data. 4) Includes consolidated sales for all services, including Coast Guard. NOTE: Individual figures may not add to totals because of rounding. All sales are expressed in millions (add 000), except grocery stores and department stores, which are in billions. Commissary sales include appropriate surcharges; exchange sales include concession volume.